Navy SBIR/STTR Programs

Cathy Nodgaard
Associate Director, Navy SBIR Program
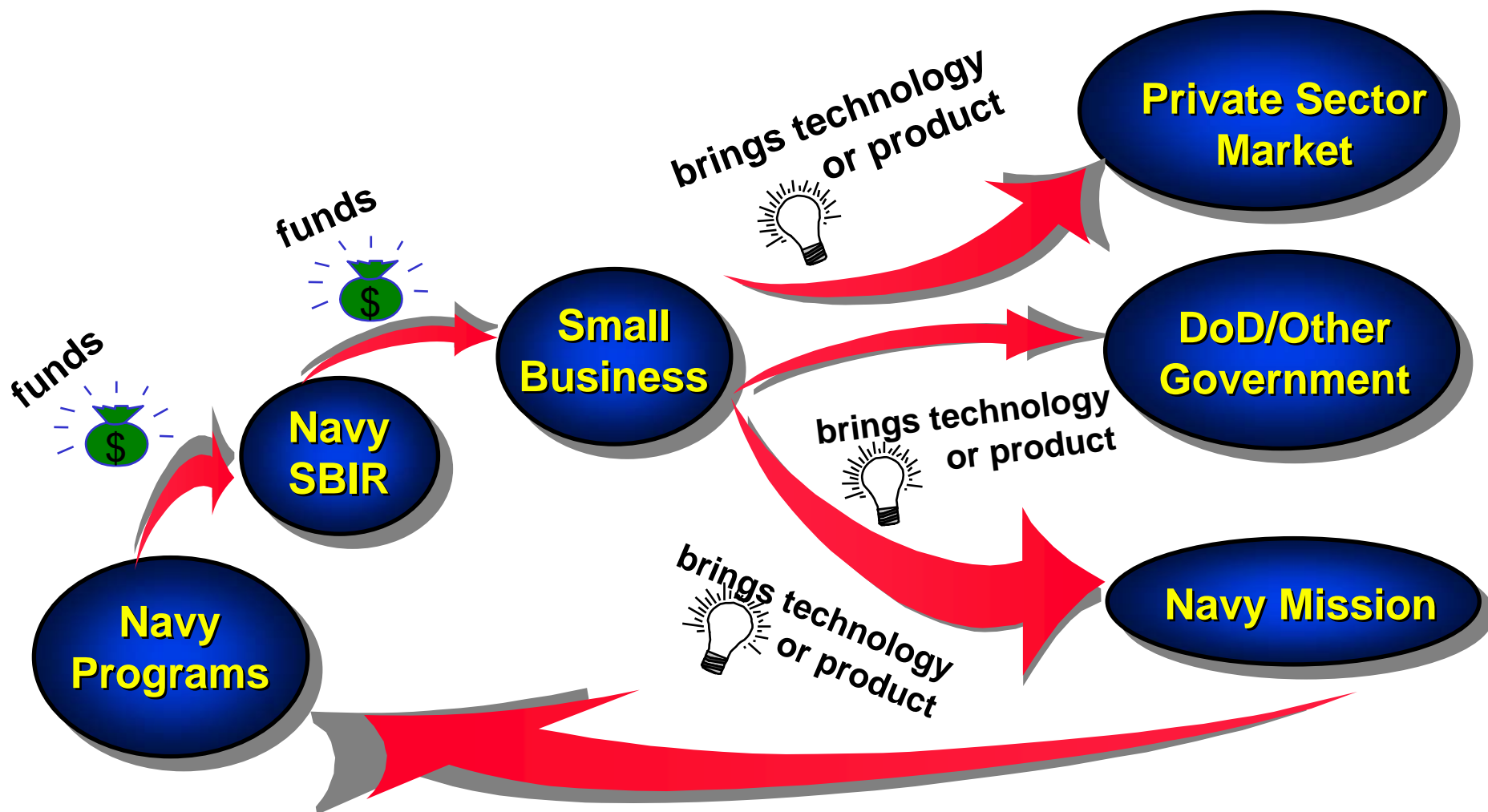*nodgaaac@onr.navy.mil*
703-696-0289
www.navysbir.com

Navy SBIR Program Goals

- **Use small business to develop innovative R&D that address Navy needs**

- **Implement that technology into a Navy Weapon System**

Leveraging Investment in Small Business

Navy Needs Are Diverse

Science & Technology Areas

- Science Areas
  - Atmospheric and Space Sciences
  - Biology and Medicine
  - Chemistry
  - Cognitive and Neural Sciences
  - Computer Sciences
  - Electronics
  - Environmental Sciences
  - Manufacturing Sciences
  - Materials
  - Mathematics
  - Mechanics
  - Ocean Sciences
  - Physics
  - Terrestrial Sciences

- Technology Areas
  - Aerospace Propulsion and Power
  - Aerospace Vehicles
  - Battlespace Environment
  - Chemical and Biological Defense
  - Clothing, Textiles and Food
  - Command, Control and Communication
  - Computers and Software
  - Conventional Weapons
  - Electronic Devices
  - Electronic Warfare
  - Environmental Quality and Engineering
  - Human-System Interface
  - Manpower, Personnel and Training
  - Manufacturing Technology
  - Materials and Structures
  - Medical
  - Modeling and Simulation
  - Sensors
  - Surface/Undersurface/Ground Vehicles

Navy SBIR Program Description

- **Mission oriented R&D program**
  - Over 80% of Naval topics address a specific need from a PEO/PM/FNC office (i.e. military application)

- **Aligned with Acquisition Programs**
  - Acquisition offices select topics and awardees based on their R&D priorities and SBIR funding allocation

- **Provides small business an opportunity to meet Naval needs and requirements**
  - Navy topics are found in every SBIR/STTR solicitation

- **Provides transition assistance support**
  - Transition Assistance Program (TAP)

- **Decentralized management**
  - Need to be aware of various specific guidelines

Transition Assistance Program (TAP)

- **All Phase II companies attend orientation**
- **Optional contractor service provided by Navy**
- **Business strategy development training**
- **Defense transition plan development training**
- **Course includes development of business plans, protection of intellectual property, license agreements, partnering, venture capital, etc**
- **10 month program ends with companies briefing Naval PM's, Industry and VC's communities at 3 day forum**

Funding and Program Managers

Program administration: John Williams, Director NAVY SBIR

FY 2006: NAVY SBIR ….$303M
NAVY STTR......$37M

Program execution*:

NAVY SBIR FY 2006 ($303) Funding Breakout:

NAVAIR…...$146M	Janet McGovern
NAVSEA......$64M	Janet Jaensch
ONR………..$43M	Cathy Nodgaard
MARCOR… $12M	Paul Lambert
SPAWAR ….$23M	Linda Whittington
NSMA..........$11M	Leslie Ferguson

NAVSUP, SSPO, NAVFAC …~$4M

STTR…..$37M   Peter Majumdar

*each SYSOM has different guidelines for phase II

Program Phases

Phase I
$\leq$ \$70K Base
$\leq$ \$30K Option

Feasibility
1/2-1 person/year

Phase II*
$\leq$ \$600K Base
$\leq$ \$150 K Option

Production
Further R&D
Non-SBIR Funds

Phase III
Government
or Private

2-5 person-years
~2-yr. duration

Demonstration
Commercialization
Development
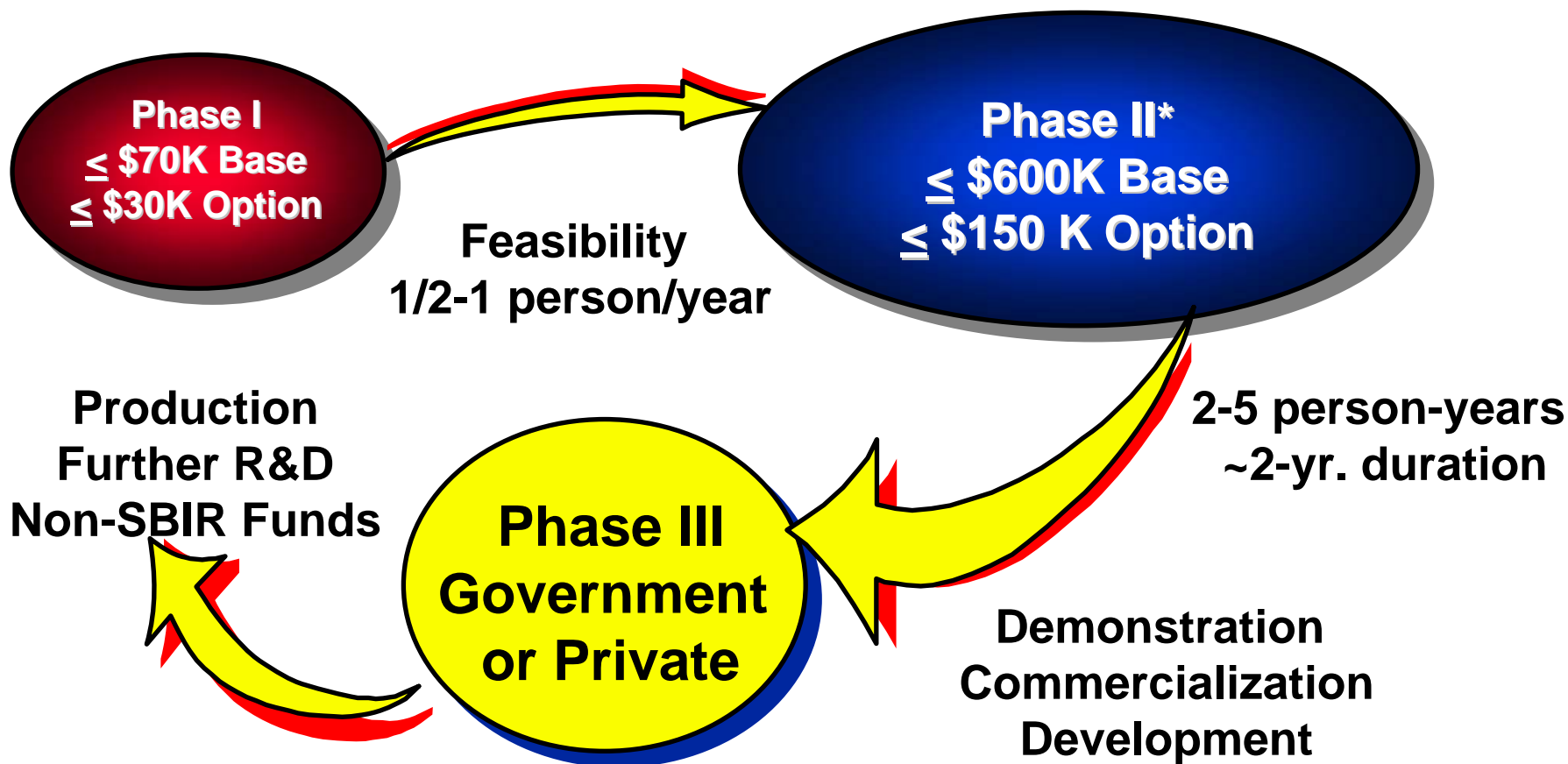
*varies by component

Navy SBIR Program Statistics

- **Statistics for the SBIR programs:**

	# of Topic	$M	# of proposals	# of Phase I	# of Phase II
2001	192	129	1,798	241	136
2002	207	158	3,072	573	170
2003	222	205	3,088	510	122
2004	266	219	3,667	585	239
2005	163	253	2,746	*500	tbd

- **Statistics for STTR programs:**

	# of Topic	$M	# of proposals	# of Phase I	# of Phase II
2001	10	7.7	100	19	7
2002	19	9.5	158	42	16
2003	26	12.4	314	69	20
2004	34	25	404	91	27
2005	33	30	467	96	*35

* estimated

What Are The Odds

- **Average 12 proposals per topic**

- **2 phase I awards per topic**
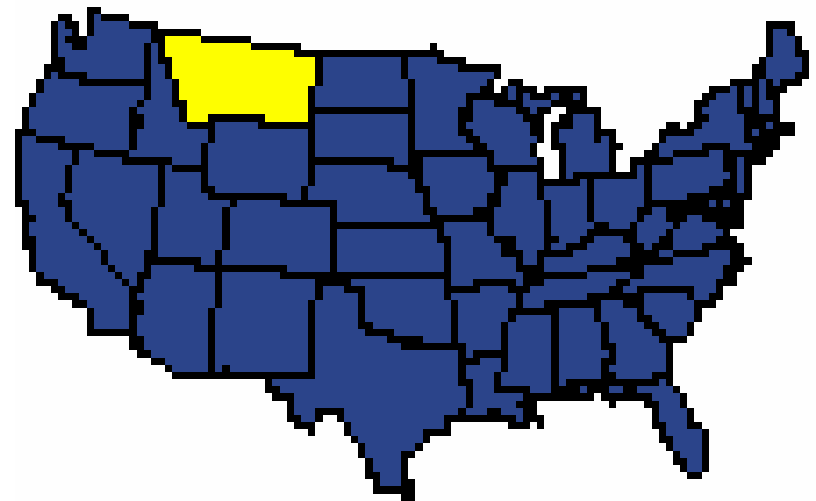
- **40% of Phase I proposals go to Phase II**

Montana Proposals/Awards

Proposals and Awards Since FY 2000

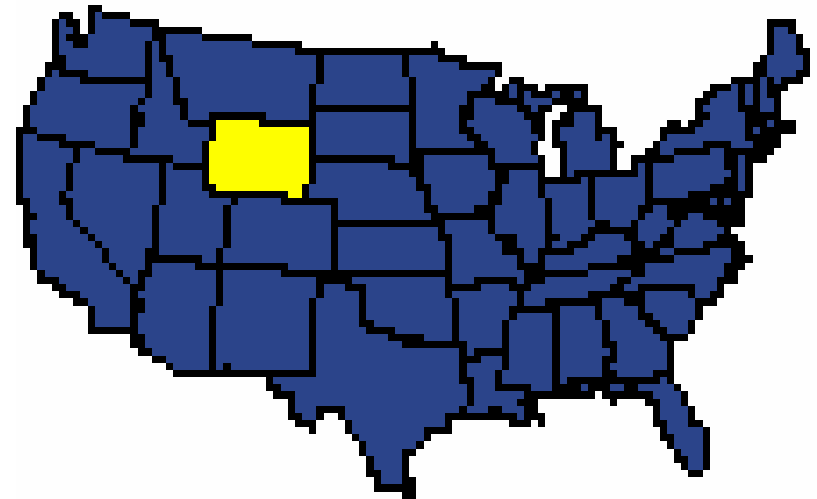**Phase I proposals = 45**

Phase I awards = 6

Phase II awards = 2

Wyoming Proposals/Awards

Proposals and Awards Since FY 2000

Phase I proposals = 15

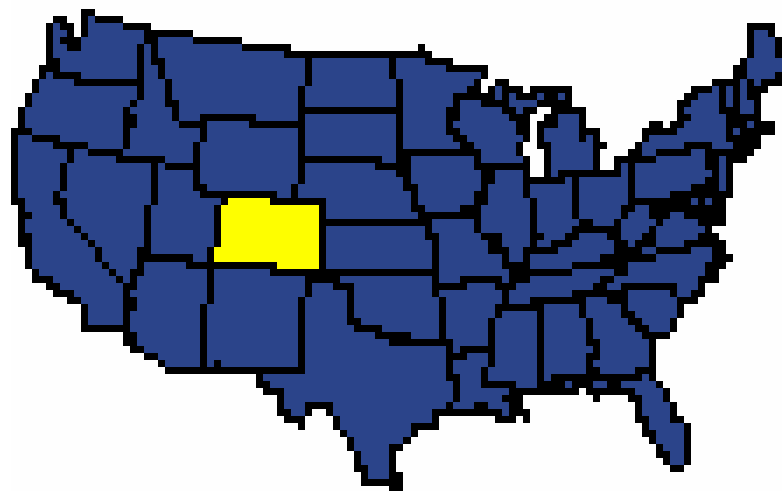**Phase I awards = 1**

Phase II awards = 1

Colorado Proposals/Awards

Proposals and Awards Since FY 2000

Phase I proposals = 470

Phase I awards = 108

Phase II awards = 49

What you need to know!

- **What is the target for your technology?**

- **Who is responsible for buying that target?**

- **Who is responsible for building that target?**

- **Who is responsible for maintaining that target?**

- **When can the target accept your technology?**

- **Where is the money to buy your technology?**

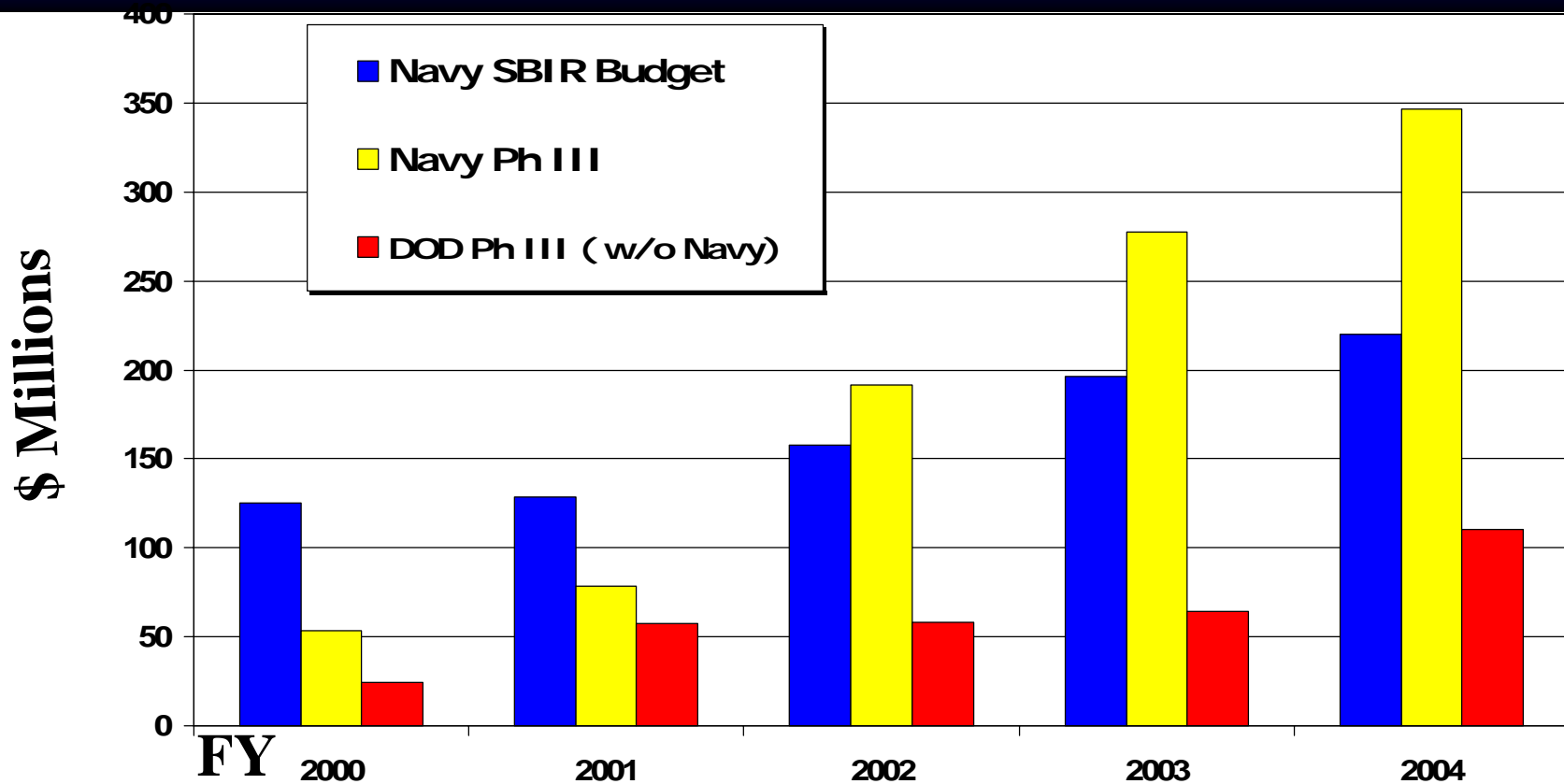- **Why is your technology important to the target?**

What you need to know!

- **Will your technology meet the target's requirements?**

- **What is the cost technology?**

- **Who will manufacture your technology?**

- **What is the TRL of your technology?**

- **Has your technology been tested, evaluated, accepted?**

- **Who/what is your competition?**

• Phase III data from DD 350 forms

• FY04 DOD Phase III funding was $456 M, Navy was $346 (76%) which came from 114 separate contracts to 81 individual firms
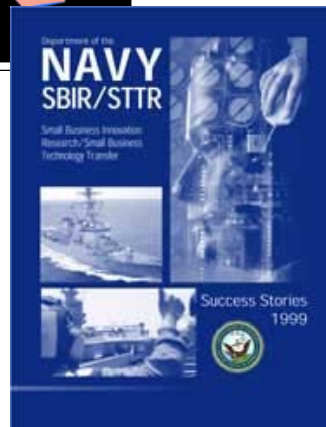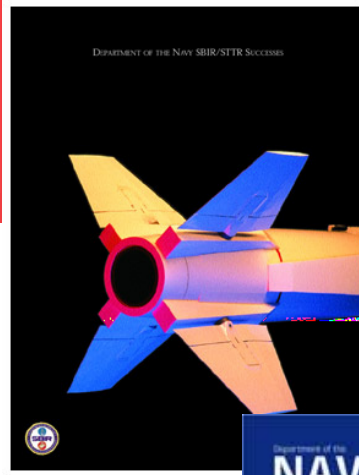
Navy SBIR/STTR Bulletin Board

Get the most updated information on the Navy program
http://www.navysbir.com

Success Story Publication

- **success story books highlighting SBIR and STTR companies that have transitioned technology**
  - **copies disseminated to Congressional leaders, PEO/PM's, Large Primes, and Small Businesses**

Brochures, POC Cards and Website Information